Attachment C
Revised: 2/9/98

CTS/Supermarket Promotion Timetable
Second Quarter 1998

1) Promotion Details				
Month	April	May	June	June
Promotion	DORAL $1.00 Off 2 Packs (Supermarkets) #800220	CAMEL B4G1F (CTS Pack) #800332	DORAL B8G2F (CTS Carton) ***#800541***	DORAL B4G1F (CTS Pack) ***#800532***
Offers Per Display	40	40	210	***70***
First Order Date	3/2/98	3/30/98	***4/27/98***	***4/27/98***
First Delivery Date to Direct Account	3/23/98	4/20/98	***5/18/98***	***5/18/98***
Direct Account Ships to Retail	***4/20/98***	5/18/98	***6/15/98***	***6/15/98***
2. Pre-Planning and Execution				
Review with Direct Account				
Direct Account Administration				
Templates/Packing Instruction to Direct Account				
BSGSF Ordered				
BSGSF Delivery to Direct Account				
Premiums Ordered				
Premium Delivery to Direct Account				
Template Loaded/Reviewed				
Product Stamping				
VAP Assembly/Packing				
3. Follow-Up Process				
Review Unshipped SKUs				
Identify Missed Distributions				
Reload Distributions				
Ship to Appropriate Accounts				

- You may want to reformat Sections 2 and 3 to customize to your direct account. It is important to work out a mutually acceptable and clearly laid out timetable.

Source: https://www.industrydocuments.ucsf.edu/docs/xtcn0000